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TRINITY BUILDING & CONSTRUCTION MANAGEMENT CORP.

Trinity stays nimble to win projects at home and away



W. MARC BERNSAU | BUSINESS JOURNAL

Matthew Kilty takes pride in his construction company's ability to turn around complex projects on tight timelines.

BY MICHELLE HILLMAN
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Matthew Kilty is thanking his lucky stars that four years ago he and his partners decided to launch a small, nimble construction company called **Trinity Building and Construction Management**.

"I honestly think we're somewhat lucky," Kilty said. "We're lucky we're not a \$250 million construction company with overhead of a \$250 million construction company."

The plan is to keep growing Trinity Building by pursuing high-end clients in the corporate, retail, hospitality and institutional sectors. The business plan early on was to get in front of clients early and win private work from emerging companies. Trinity's first retail client was **New York & Co.**, which hired the company to build a prototype store on Long Island. In 2005 Kilty and his partners, **David Story** and **Paul Mancini**, left **Shawmut Design and Construction** in Boston to start Woburn-based Trinity. It was a risk for Kilty, 38, who said it was always his dream to run his own contracting company. He had a steady job that paid the bills, four kids and a mortgage, but in his mid-30s he saw the window of opportunity closing and convinced his partners to take the plunge with him. In its first year, Trinity was a \$1.9 million-in-revenue company and finished last year with more than \$17.6 million in revenue.

In four years the company has experienced growth of more than 780 percent.

Kilty, president of Trinity, said he and his partners originally planned for 25 percent growth a year. He thinks the company should come close to \$50 million in revenue next year.

Trinity's trajectory is impressive, especially in the last year as many contractors have laid off staff and lost clients due to the economic slump. When the recession brought the construction market to a screeching halt in Boston, Kilty decided to pursue contracts in New York. While his competitors were going after the same limited pool of projects here, Kilty was winning jobs in the Big Apple.

Trinity currently has contracts for \$9 million in jobs in Manhattan, including renovating the corporate headquarters of **New York & Co.**, building a new **HP Restaurant** and constructing a **Sovereign Bank** branch. Kilty expects to have between \$12 million and \$15 million in revenue from New York jobs by the end of the year.

He said the company's competitive edge lies in the fact that there are 20 people who can turn on a dime. The jobs Trinity performs need to be done fast — in several months time, generally — and are packed with detail. Kilty said many of the projects his company is hired for are ones that larger contractors wouldn't go near because of the complexity and quick turnaround warranted.

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